



KTC Performance 9M2021





AGENDA

Section

1 | KTC Business Overview

2

Consumer Finance Industry & KTC Portfolio Performances

- Credit Card Business
- Personal Loan Business





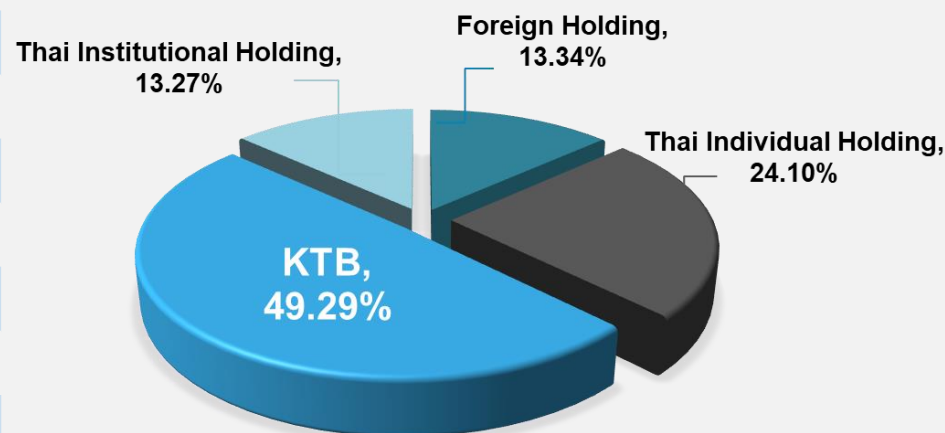
Shareholder's Structure

- Incorporated in 1996 as a credit card servicing subsidiary company of Krung Thai Bank PLC
- In July 2002, KTB sold the credit card portfolio to KTC which subsequently transformed KTC into a full consumer finance company and later listed on the SET in October 2002

TOP 10 SHAREHOLDERS

1	KRUNG THAI BANK PUBLIC COMPANY LIMITED	49.29%
2	MR. MONGKOL PRAKITCHAIWATTANA	10.28%
3	THAI NVDR	7.91%
4	MS. CHANTANA JIRATTITEPAT	4.82%
5	MORGAN STANLEY & CO. INTERNATIONAL PLC	3.89%
6	UOB KAY HIAN PTE LTD A/C - RC	3.68%
7	UBS AG SINGAPORE BRANCH	2.00%
8	SOUTH EAST ASIA UK (TYPE C) NOMINEES LTD	1.15%
9	MAY BANK KIM ENG SECURITIES (THAILAND) PLC	1.00%
10	MS. JARUWAN PHATRAPANYADEE	1.00%

SHAREHOLDER STRUCTURE

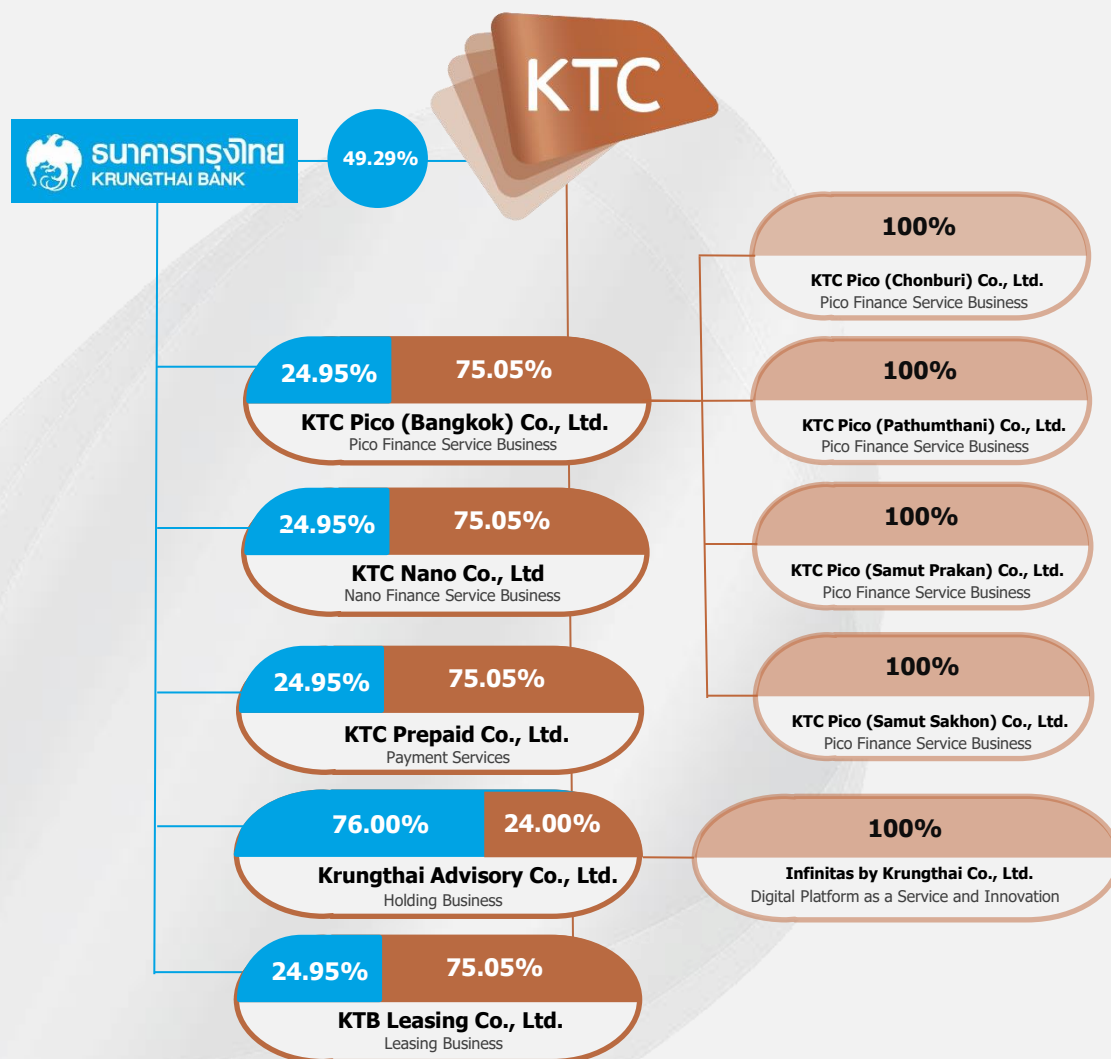


	2016	2017	2018	2019	2020	9M2021
Thai Institutional Holding	67.23%	57.03%	58.10%	58.47%	64.25%	62.56%
Thai Individual Holding	22.45%	35.47%	38.20%	37.57%	26.13%	24.10%
Foreign Holding	10.33%	7.51%	3.71%	3.95%	9.62%	13.34%
Total Number of Shareholders	3,815	4,376	12,344	13,194	10,426	23,935

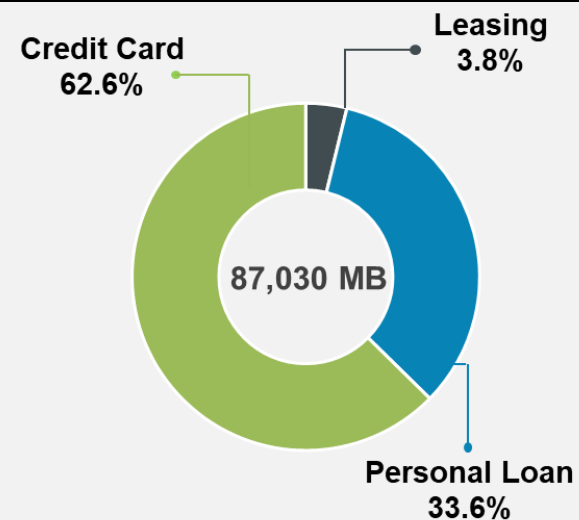


KTC Business

KTC Holding Structure

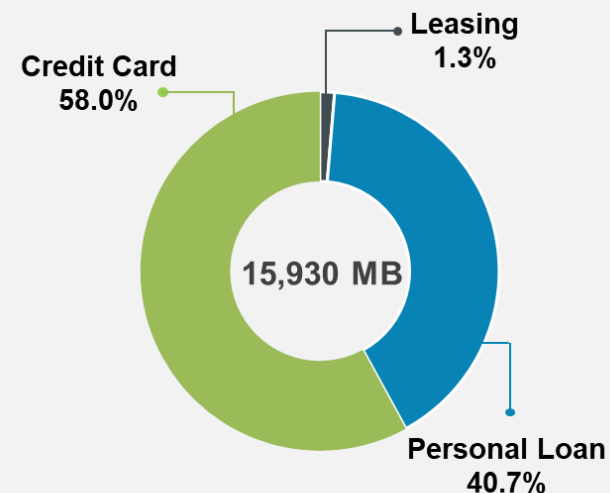


% of Total Receivable



Note: **Personal loan** includes Fixed, Proud, Million, Circle and others

% of Total Revenues





Rules and Regulations

	Credit card	Personal loans	Auto Title Loan	Pico Finance
Minimum income THB	15,000	-	-	-
Interest rate and fees	16%	25%	24%	<u>Amount up to 50K</u> 33% (Secured) & 36% (Unsecured) <u>Amount 51K - 100K</u> 28% (Secured & Unsecured)
Maximum credit line	2x (income < 30K) 3x (income 30 – 50K) 5x (income ≥ 50K)	2x (income < 30K) 5x (income ≥ 30K)	Automotive Value	100,000
Type of loan	Multipurpose Unsecure	Multipurpose Unsecure	Multipurpose Unsecure	Multipurpose Secure or Unsecure
Service area	Nationwide	Nationwide	Nationwide	Provincial
Regulator	Bank of Thailand	Bank of Thailand	Bank of Thailand	Ministry of Finance
Latest announce	2021	2021	2021	2021

Other Licenses: Nano Finance, Prepaid, Hire-Purchase and Financial Lease



KTC Performance 9M2021 Summary

Total Portfolio

Credit card
-0.3%
(YoY)

Personal loan
-1.6%
(YoY)

3.2% (YoY)

(growth excluding
KTBL = -0.7%)

Card Spending

-1.6% (YoY)

Net Profit

4,631 MB

15.4% (YoY)

NPL

Credit card
1.5%

Personal loan
3.2%

Leasing
46.1%

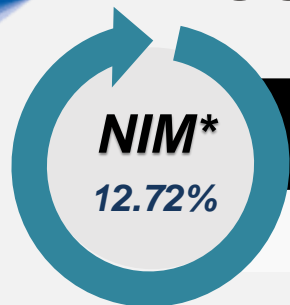
3.8%

COF

2.6%



Income Statement



Total Revenue

for the first nine month of 2021
totalled to 15,930 MB ↓ - 3.4%

Cost of Fund

2.64%

Average Interest
Received

15.36%

Total Interest Income (including Credit Usage Fee)

10,207 MB

↓ - 5.0%

	9M2021 (1)	% of total revenue	9M2020 (restated)	% of total revenue	9M2020 (original) (2)	% of total revenue	Growth (%) (1) vs (2)
Interest Income: Credit card	4,861	31%	5,005	31%	5,005	30%	(2.9%)
Interest Income: Personal loan	5,267	33%	5,740	36%	5,740	35%	(8.2%)
Interest Income: Lease Receivable	80	1%	161	1%	-	-	-

Fee income (excluding Credit Usage Fee)

3,095 MB

↓ - 4.6%

	9M2021 (1)	% of total revenue	9M2020 (restated)	% of total revenue	9M2020 (original) (2)	% of total revenue	Growth (%) (1) vs (2)
Fee income (excluding credit usage fee)	3,095	19%	3,319	20%	3,245	20%	(4.6%)

Recovery income

2,419 MB

↑ 5.9%


	9M2021 (1)	% of total revenue	9M2020 (restated)	% of total revenue	9M2020 (original) (2)	% of total revenue	Growth (%) (1) vs (2)
Recovery income	2,419	15%	2,343	14%	2,283	14%	5.9%

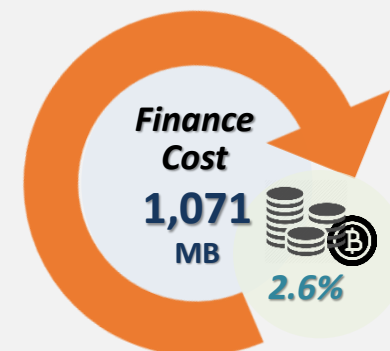
*Remark: NIM = 12.72% (Gross)
NIM = 14.29% (Net)



Income Statement


Total Expense

for the first nine months of 2021 equal 10,097 MB  -12.0%



Total Operating Cost


5,402 MB

 3.4%

	9M2021 (1)	% of total revenue	9M2020 (restated)	% of total revenue	9M2020 (original) (2)	% of total revenue	Growth (%) (1) vs (2)
Personal expenses	1,841	12%	1,745	10%	1,640	10%	12%
Marketing expenses	464	3%	597	4%	588	4%	(21%)
Fee Expenses	1,620	10%	1,687	10%	1,621	10%	(0%)
Other administrative expenses	1,477	9%	1,383	8%	1,374	8%	8%

Expected Credit Loss

3,623 MB

 - 28.9%

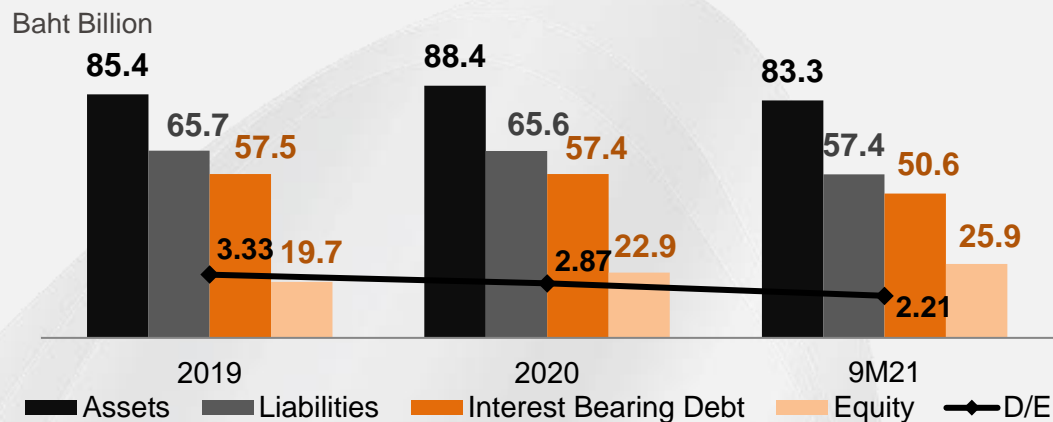
	9M2021 (1)	% of total revenue	9M2020 (restated)	% of total revenue	9M2020 (original) (2)	% of total revenue	Growth (%) (1) vs (2)
Expected credit loss: Credit card	1,794	11%	2,699	16%	2,699	16%	(34%)
Expected credit loss: Personal loan	1,863	12%	2,396	14%	2,396	15%	(22%)
Expected credit loss: Lease Receivable	(33)	0%	33	0%	-	-	-



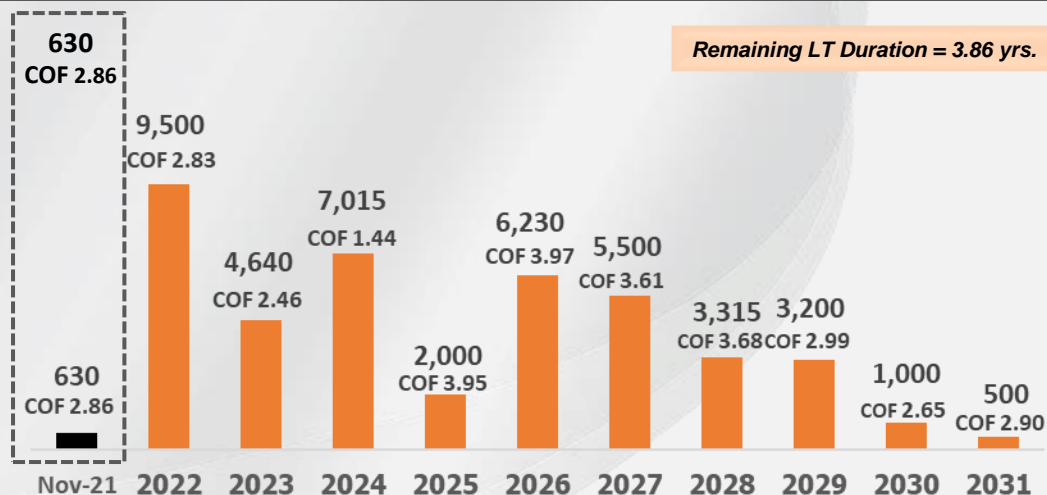
Balance Sheet

Balance Sheet and Sources of Fund

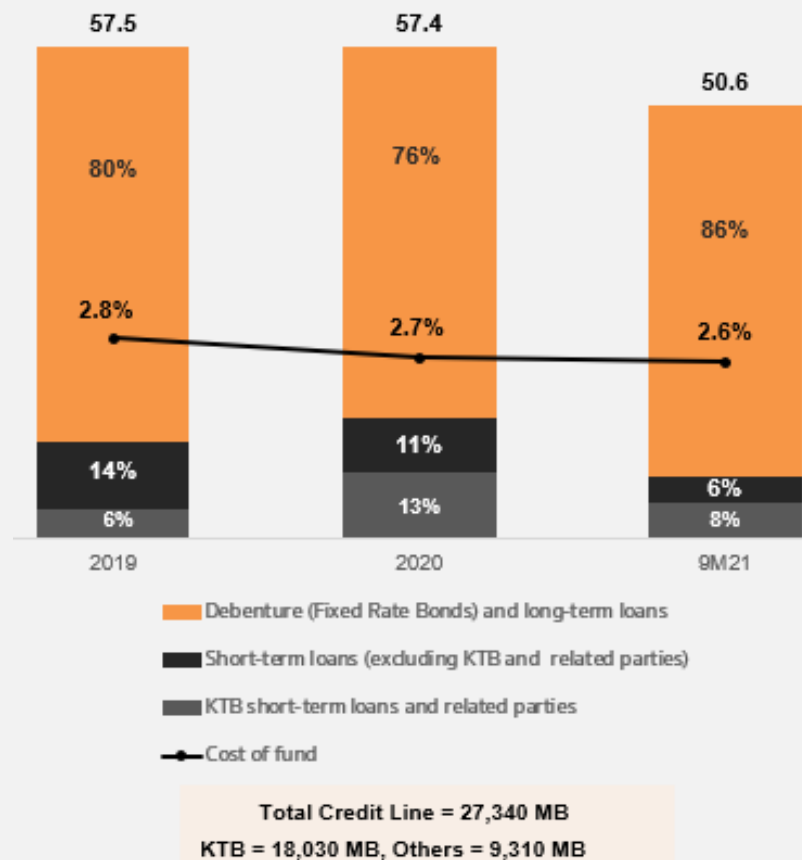
BALANCE SHEET HIGHLIGHTS



LONG-TERM BOND MATURITY PROFILE



INTEREST BEARING DEBT



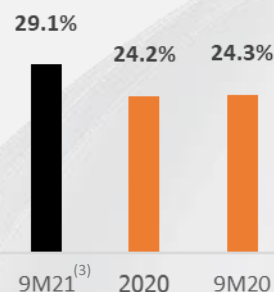
KTC rating AA- by TRIS Rating



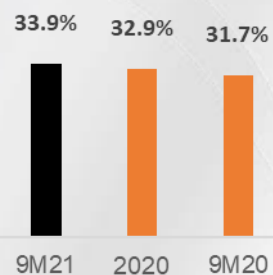
Key Financial Ratio

Key Financial Ratio

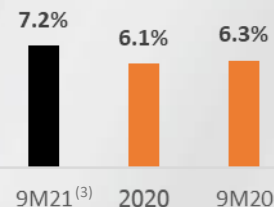
Net profit margin (%)



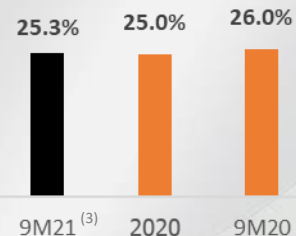
Cost to Income (%)



ROA (%)



ROE (%)



	9M2021	Y2020 (Original)	9M2020 (Original)
Gross Profit Margin (%)	88.4%	88.3%	88.3%
Interest Coverage Ratio (Times)	6.4	5.3	5.3
Debt to Equity Ratio (Times)	2.2	2.9	2.9
Allowance for Expected Credit Loss/Total Receivables (%)	10.4%	8.2%	8.3%
NPL Coverage Ratio (%)	274.6%⁽¹⁾	460.4%	452.0%
Expected Credit Loss/Total Receivables (%)	5.6%	7.3%	8.1%
Operating Cost to Income (%) ⁽²⁾	27.2%	25.4%	24.3%
Book Value per share (Baht)	10.1	8.9	8.3
Earning per Share (Baht)	1.80	2.1	1.6
Dividend Payout Ratio (%)	N/A	42.5%	N/A

⁽¹⁾ KTC (Separate) = 413.7%

⁽²⁾ Operating Cost excluding Marketing Expenses

⁽³⁾ From 1H2021 onwards, Net Profit Margin, ROA and ROE are computed with Net Income (Loss) Attributable to Parent



AGENDA

1

KTC Business Overview

Section

2

Consumer Finance Industry & KTC Portfolio Performances

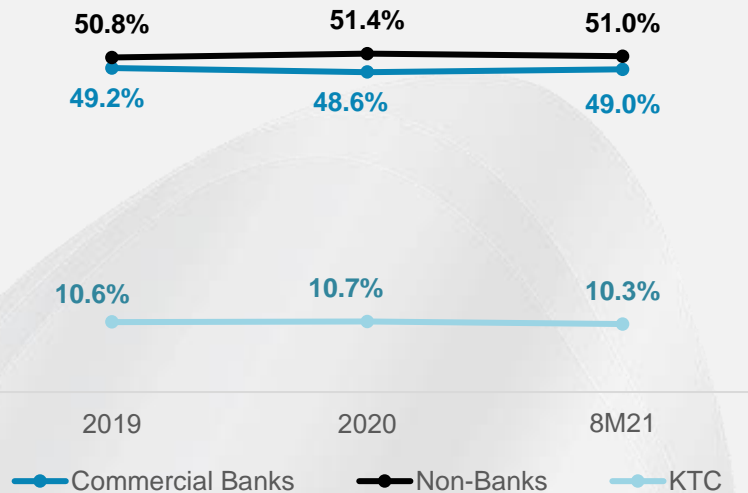
- Credit Card Business
- Personal Loan Business



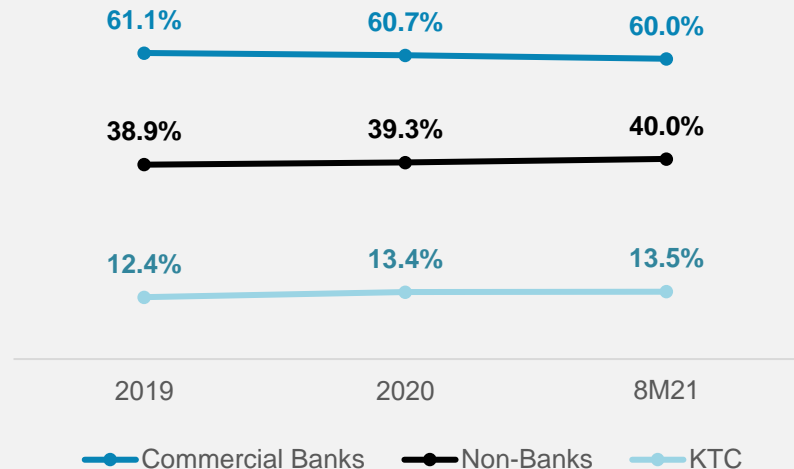


Market Share

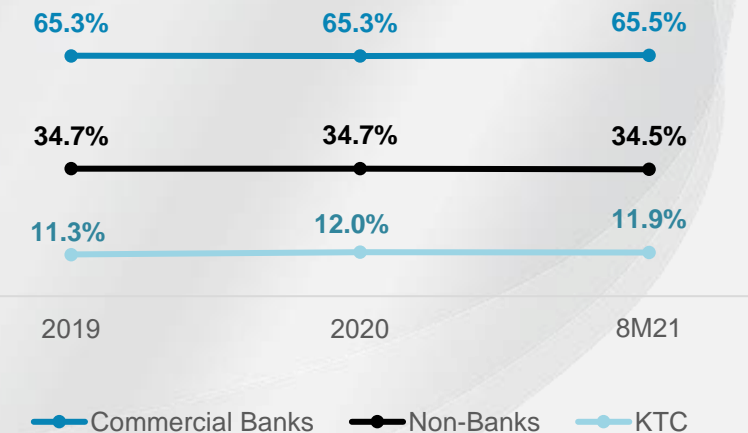
NUMBER OF CARDS



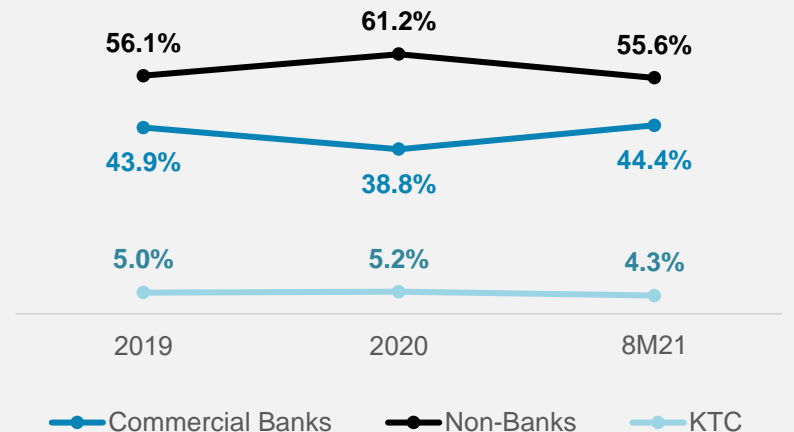
CREDIT CARD PORTFOLIO



CREDIT CARD SPENDING



PERSONAL LOAN PORTFOLIO

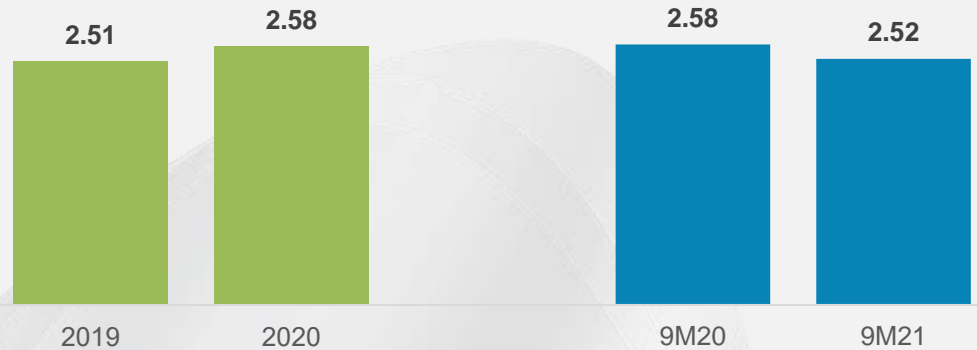




Credit Cards

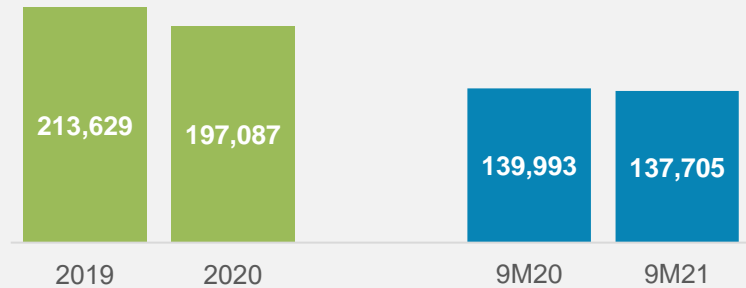
NUMBER OF CARDS

Million Cards

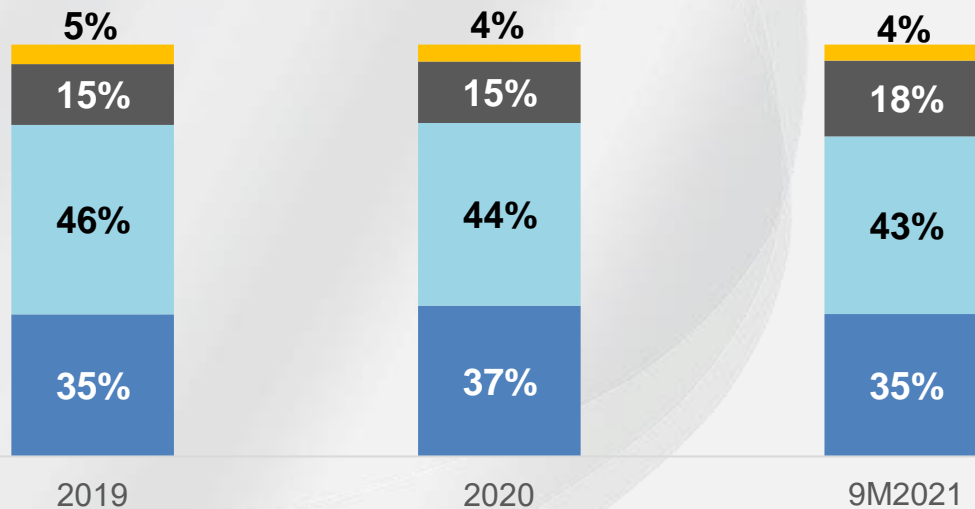


TOTAL SPENDING

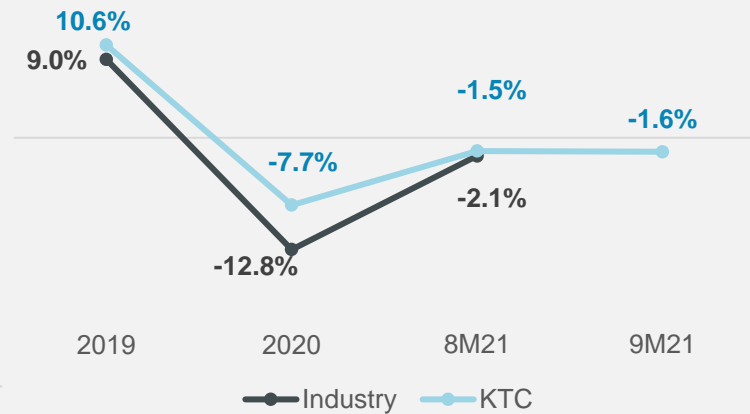
Baht Million



ACQUISITION CHANNELS OF NEW APPLICATIONS



TOTAL SPENDING GROWTH (% YoY)

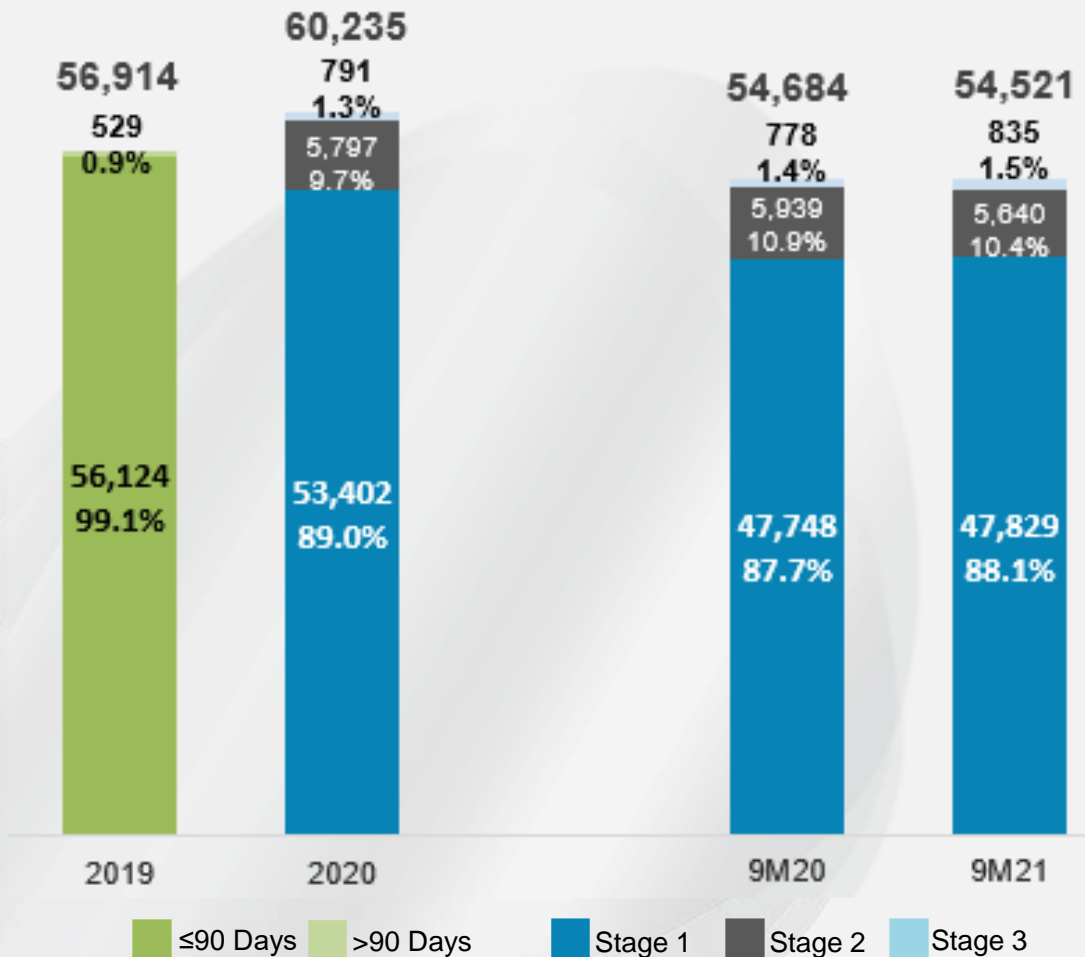


■ KTB ■ Direct Sale & Telesale ■ Others ■ KTC Branch

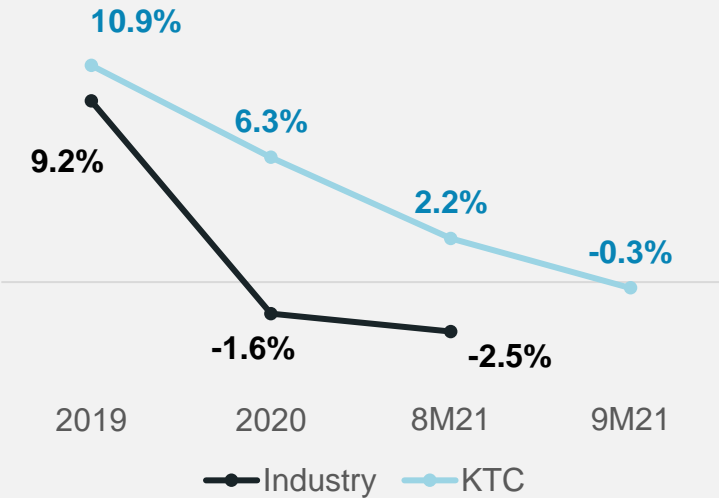


Credit Card Portfolio

Baht Million



% GROWTH (YoY)



PORTFOLIO QUALITY

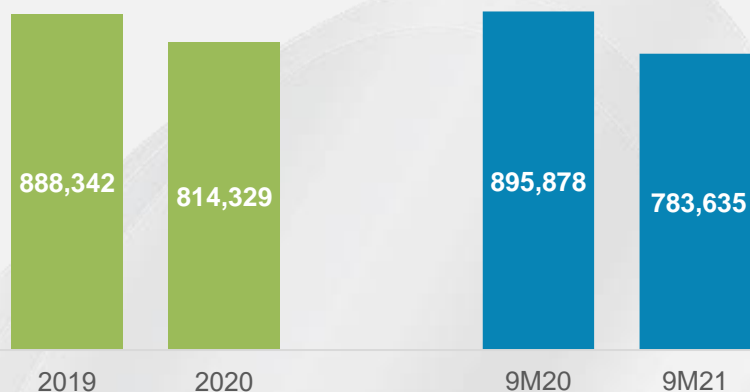
KTC	9M21	2020
%NPL	1.5%	1.3%
Amount	835	791
%NPL	9M21	2020
Industry	TBA	1.9%
Commercial Bank	TBA	1.8%
Non-Bank	TBA	2.0%



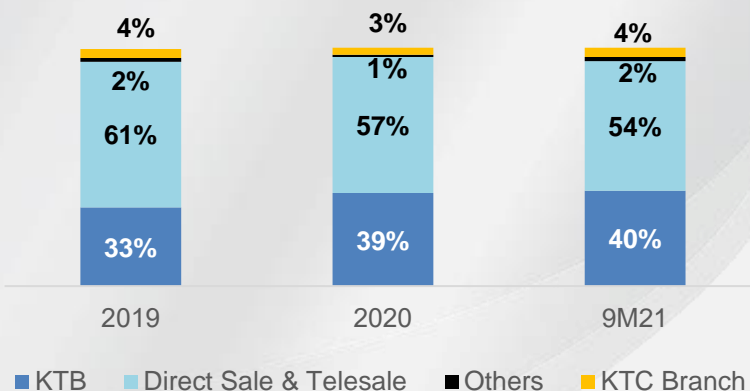
Personal Loans

NUMBER OF ACCOUNTS

Number of Accounts

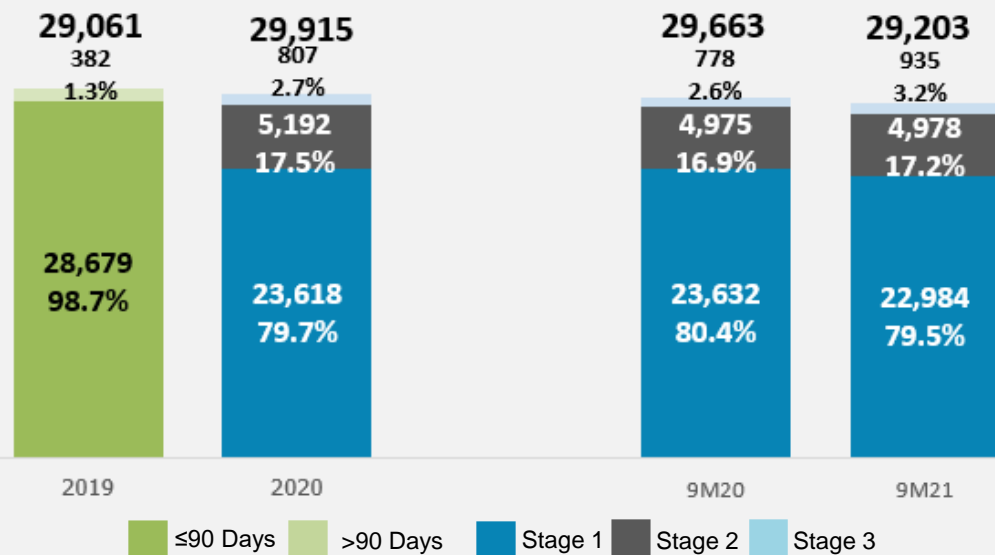


ACQUISITION CHANNELS OF NEW APPLICATIONS



PERSONAL LOAN PORTFOLIO

Baht Million



PORTFOLIO QUALITY

KTC	9M21	2020
%NPL	3.2%	3.1%
Amount	935	807
%NPL	9M21	2020
Industry	TBA	3.1%
Commercial Bank	TBA	3.5%
Non-Bank	TBA	2.8%



KTC 2021 Target

PROFIT

Profit will not be lower than previous year.

SPENDING



↑ +5%

PORTFOLIO



maintain portfolio quality



maintain at the same level



1 Billion Baht

KTC ACHIEVEMENTS



INDEX

May 2020

- KTC was added in **MSCI Global Standard Index**

2019 - Present

- KTC was calculated in **FTSE All World Index**

2018 - Present

- KTC was in **SET 50 Index**

2010 - 2017

- KTC was in **SET 100 Index**



AWARDS

2020

- **ISO 27001:2013 and ISO 27701:2019** certified
- **Thailand's Top Corporate Brand** in Finance Category by Sasin

2019

- **Best CEO Award** by SET
- **Outstanding Company Performance Award** by SET
- **ISO 27001:2013** certified
- **Thailand's Top Corporate Brand** in Finance Category by Sasin

2018

- **Champion Security Award South-East Asia** by VISA
- **Thailand's Top Corporate Brand** in Finance Category by Sasin

2017

- **Thailand Boutique Award** by Mastercard

2016

- **Thailand's Top Corporate Brand** in Security Category by Sasin
- **Thailand Boutique Award** by Mastercard
- **Outstanding Young Rising Star Awards** by SET
- **Outstanding IR Award** by SET



CREDIT RATING

2021

- Upgraded rating **A+** to **AA-**

2016 - 2020

- Assigned rating at **A+**

2016

- Upgraded rating **A-** to **A+**

2015

- Upgraded rating **BBB+** to **A-**



SUSTAINABILITY

2016 – May 2022

- **Thai CAC** certified

2019 - 2021

- KTC was selected in **THSI List**

2016 - 2021

- **Performance Excellence as ESG100** (Thaipat) in Finance & Environmental, Social and Governance

2020

- **ASEAN Asset Class Award** in the 2019 ASEAN CG Scorecard

2016 - 2020

- **Excellence CG Scoring** by SET and IOD



THANK YOU

For further info, please contact IR Team at +66 2 828 5067 or irktc@ktc.co.th

Disclaimer: This presentation is intended only for use by Krungthai Card Public Company Limited (KTC). No copy or use of this presentation should occur without the permission of KTC. KTC retains all intellectual property interests associated with the presentation. KTC makes no claim, promise, or guarantee of any kind about the accuracy, completeness, or satisfactoriness of the content of the presentation and expressly disclaims liability for errors and omissions in such content